

Figure 1

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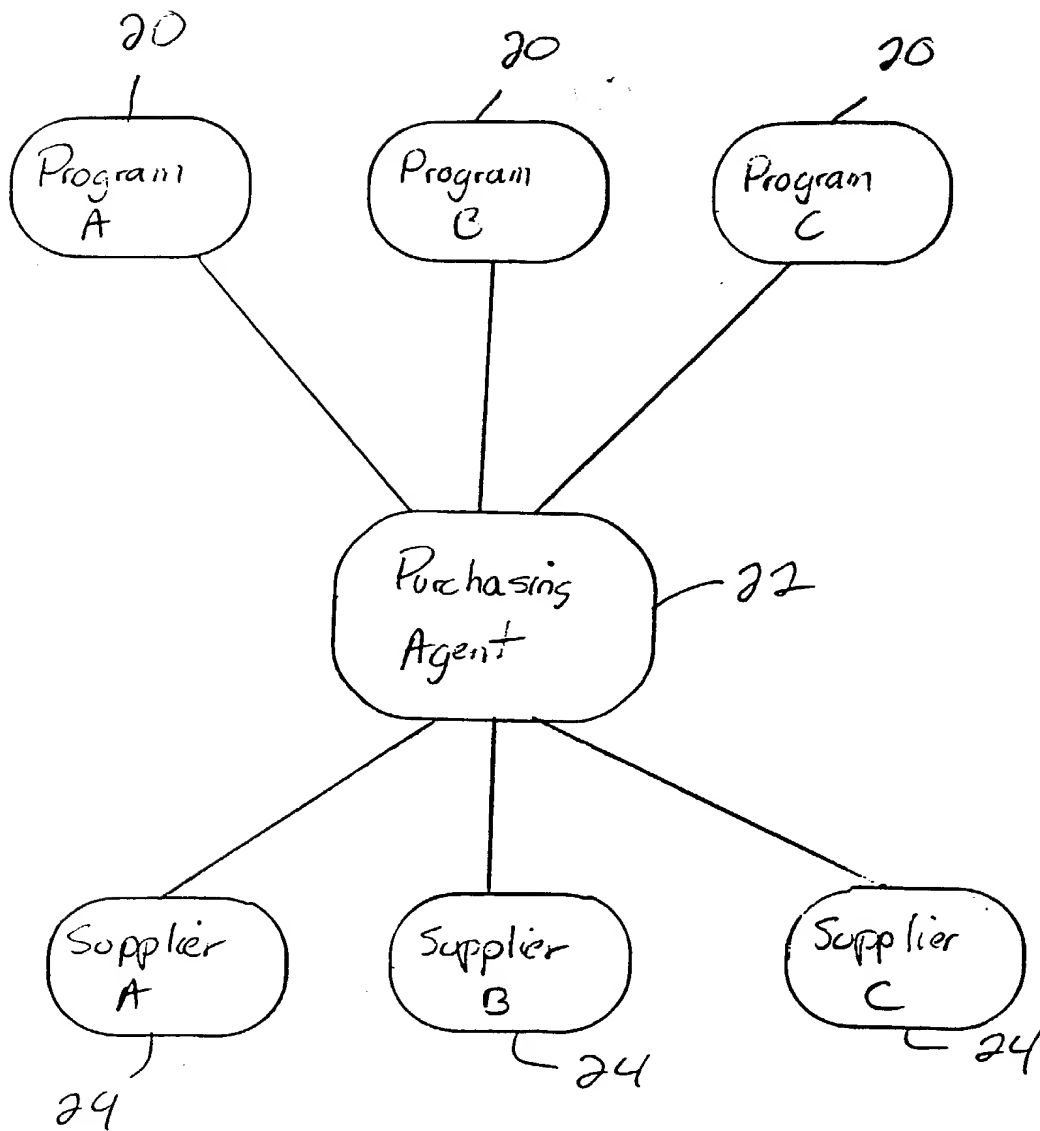


Figure 2

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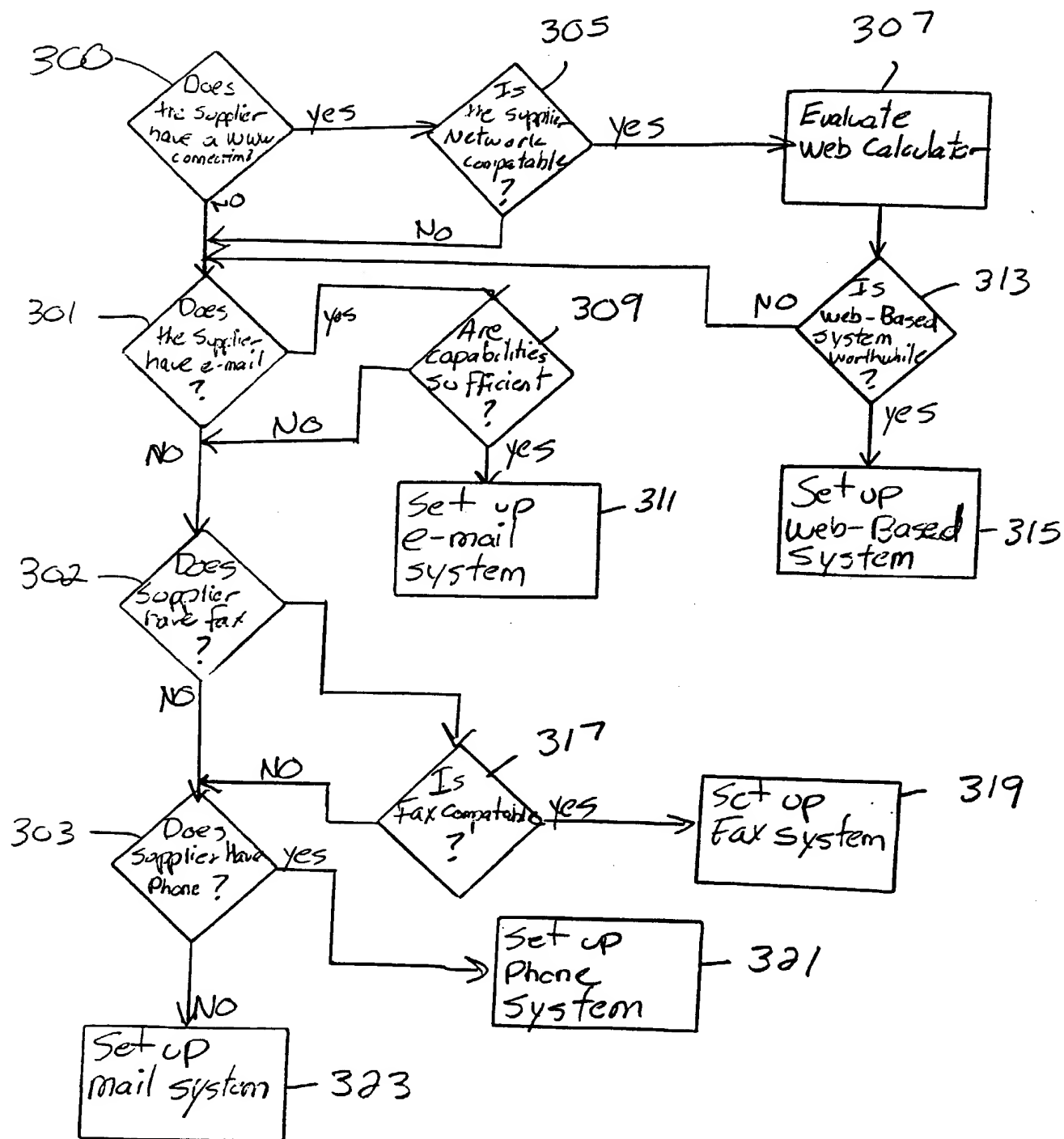


Figure 3

Kogut-Oconnell et al.
 YOR9-2001-0552-US1
 Sheet 4 of 5

Current Ordering Process

Order Type	Number of Orders Per Year	Cost per Order	Total Cost
PO	1,200	\$125.00	\$150,000.00
ASAP	2,300	\$55.00	\$126,500.00
BSAP	0	\$55.00	\$0.00
MEA	0	\$3.50	\$0.00
Total	3,500		\$276,500.00

Figure 4A

Web Ordering Process

Number of Orders per Year	Cost per Order	Total Cost
3,500	\$17.83	\$62,405.00

Figure 4B

Cost Savings

Total Cost of Current Ordering	Total Cost of Web Ordering	Total Cost Savings	Savings per Day
\$276,500.00	\$62,405.00	\$214,095.00	\$852.97

Figure 4C

Payback Period

Investment	Savings per day	Payback Period (days)
\$1,500,000.00	\$852.97	1759

Figure 4D

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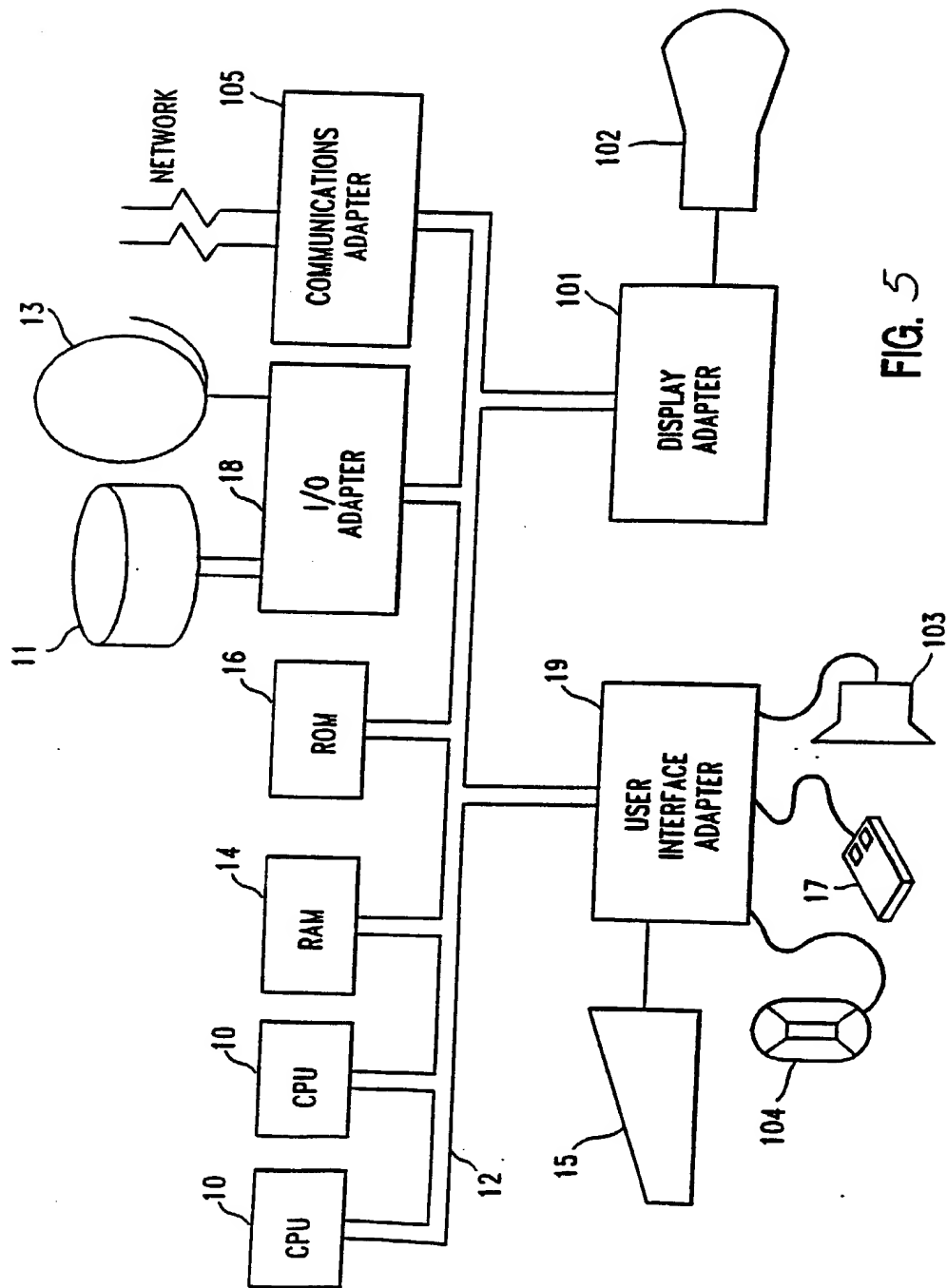


FIG. 5

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